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公司简介

科隆集团（简称：KROHNE）

创建于1921年的KROHNE（简称：科隆）总部位于德国杜伊斯堡，是一家致力于研发和生产流量仪表和物位仪表等工业测量仪器的国际化公司。作为行业专家，在工业测量领域，科隆公司有着百年的丰富应用经验，能为用户提供一站式测量解决方案；同时，也能针对苛刻的应用现场，为用户专门量身定制测量解决方案。自成立至今，KROHNE集团的核心价值观——“创造精神”一路伴随着公司的茁壮成长；未来，它仍将是我们的坚定信念，帮助KROHNE扬帆远航。

科隆测量仪器（上海）有限公司（简称：KMIC）作为科隆在大中华区的销售总部和中国的销售服务中心将竭诚为广大用户提供全系列科隆产品的销售、技术支持、现场服务、培训等各项服务。公司总部设在上海，在北京、沈阳、武汉、广州、成都、济南、南京、承德、天津等地设有办事处，并在全国很多地区都设有分销商和服务中心，我们通过发展业务、为客户提供解决方案和增值服务、为公司员工创造个人发展和提高的机会，来增强科隆公司在中国乃至全球市场的品牌和信誉，扩大市场份额和影响力，以此来为公司创造长期和持续不断的价值增长。

我们诚邀各类优秀人才，加入科隆，共同成就未来辉煌。

Position: Industry Sales Manager

As Sales Manager for assigned industry, you will report directly to Sales Director, cooperate with Corporate Industrial Manager and region colleagues, good communication with local team and other business groups

Your main responsibilities will be:

- Achieve the sales target in the specified Industry field in the area, establish and maintain a good customer relationship
- Establish and maintain adequate relationship with assigned customers at all levels and build up long term relation customers in the assigned field
- Develop an annual territory sales plan keyed to customers and driven by the sales and marketing plans that are to be accomplished;
- Participate in trade and professional associations to keep up to date on new developments, be proactive and creative in exploring market opportunities;

If interested, please send your CV with a covering letter to:

邮箱: kmic.hr@krohne.com

电话: 021-33397222转人力资源部

地址: 上海市徐汇区桂林路396号1号楼9楼

网站: www.krohnechina.com

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- Track the competitors' information and marketing trend of assigned industry; actively communicate with the marketing team in updating the industrial market information, preparing and organizing marketing activities & events within the assigned territory;
- Review sales forecast and project funnel to Sales Manager;
- Coordinate the pre-sales service for customer as the sales, be the interface between Krohne and the customer
- Key project following up, responsible for brand spec-in

Qualification and Competence:

Minimum requirement for the candidate:

- Bachelor degree with major in Instruments, automation or related discipline.
- At least 5-8 years working experience in related industry.
- Previous direct sales responsibility for distribution and end user markets required.
- Managerial skills of planning, organizing and controlling and a high degree of interpersonal skill are required are also necessary
- Initiative, self-motivated, independently, willing to take challenge and work under pressure.
- A proven achiever and results-oriented individual who is self-confident and possesses and practices a positive can-do attitude.
- Someone with excellent personal and professional presence.
- A team player; personable, outgoing and aggressive, but not abrasive.
- Good communication skills; Fluency in written and oral English.

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